

Message Text

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17

ACTION AF-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 CIAE-00 DODE-00 PM-04

H-02 INR-07 L-03 NSAE-00 NSC-05 PA-01 PRS-01 SP-02

SS-15 USIA-06 EB-07 AID-05 IGA-02 COME-00 MC-02

ACDA-07 OMB-01 TRSE-00 /101 W
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R 270630Z OCT 76

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC 2809

INFO AMEMBASSY BONN

AMEMBASSY CAIRO

AMEMBASSY JIDDA

AMEMBASSY LONDON

AMEMBASSY NAIROBI

AMEMBASSY PARIS

C O N F I D E N T I A L KHARTOUM 3142

E.O. 11652: GDS

TAGS: MASS, PFOR, PARM, SU

SUBJECT: SUDANESE MILITARY COMMUNICATIONS NETWORK

1. W.J. HINDS AND P.R. SKODA OF ADVANCED COMMUNICATIONS LTD. OF NAIROBI CALLED AT EMBASSY ON OCT 23 TO INFORM US OF DISCUSSIONS THEY ARE CONDUCTING WITH SUDANESE ARMED FORCES CONCERNING PURCHASE OF MILITARY COMMUNICATIONS NETWORK. THEY SAID THAT THEY ARE SUBMITTING PROPOSAL WHICH INVOLVES TOTAL OF \$35-45 MILLION FROM POSSIBLY 7-8 DIFFERENT US SUPPLIERS. ONLY US SUPPLIER MENTIONED BY NAME WAS RF COMMUNICATIONS.

2. HINDS AND SKODA ARE AWARE THAT MOST OF THE ITEMS TO BE SUPPLIED ARE SUBJECT TO MUNITIONS CONTROL. THEY WERE ALSO ADVISED TO BECOME FAMILIAR WITH RECENT US LEGISLATION RELATING TO SALES OF MILITARY EQUIPMENT. THEY STRESSED THAT THEY WERE ONLY INVOLVED IN SALES
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OF COMMUNICATIONS EQUIPMENT AND THAT NO LETHAL

HARDWARE WAS INVOLVED.

3. APPARENTLY THERE IS BRITISH, GERMAN, AND FRENCH COMPETITION OF THIS SALE. RACAL (BRITISH) APPEARS TO BE LEADING COMPETITOR AND THEY DEMONSTRATED THEIR EQUIPMENT HERE ONLY A FEW WEEKS AGO. BRITISHB CONSORTIUM OF PLESSEY, MARCONI AND MEL MAY NOT HAVE MADE FAVORABLE IMPRESSION. FRG GROUP WHICH INCLUDES TELEFUNKEN REPORTEDLY IS OFFERING VERY BAD DELIVERY TIMES. FRENCH GROUP WHICH INCLUDES THOMPSON CSF ALSO HAS DELIVERY PROBLEMS AND THEIR PRICES ARE VERY HIGH. HOWEVER, FRENCH EQUIPMENT POSSIBLY WOULD BE COMPATIBLE WITH MILITARY COMMUNICATIONS EQUIPMENT CURRENTLY BEING SOLD TO EGYPT AND THIS MAY INCREASE FRENCH CHANCES.

4. HINDS AND SKODA HAD NO DEFINITE INFORMATION ON HOW GOS INTENDS TO FINANCE THESE PURCHASES. THEY SUSPECT, HOWEVER, THAT GOS MAY BE HOPING FOR SAUDI FINANCING OR GUARANTEES.

6. COMMENT: WE NOTE THAT SUDANESE ARMED FORCES APPEAR TO BE DISCUSSING PURCHASES OF LARGE VARIETY OF MILITARY HARDWARE BASED UPON EXPECTATION OF SAUDI FINANCING. IN THIS RESPECT, FLURRY OF DEFENSE SALES-RELATED VISITS TO SUDAN HAS BEEN NOTED BY EMBASSY. WE HOPE TO HAVE BETTER IDEA OF WHETHER SUDANESE EXPECTATIONS REGARDING SAUDI ARABIA ARE REALISTIC FOLLOWING KING KHALID'S VISIT ON OCT 30. BREWER

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